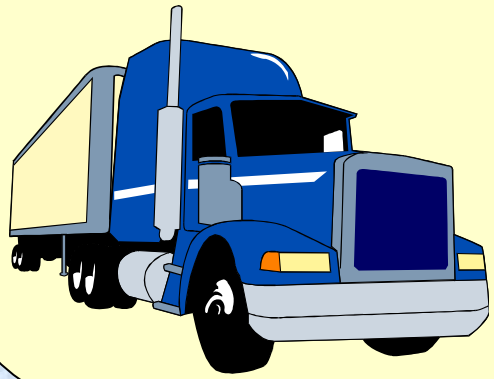
TACOM

U.S. Army Tank-automotive and Armaments Command

Pursuing Excellence in Source Selection

Source Selection Town Hall Meeting



12 OCTOBER 2001

Robert Spitzbarth
Acquisition Process Management
AMSTA-AQ-AM

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Pursuing Excellence in Source Selection

Source Selection Town Hall Meeting

AGENDA

INTRODUCTION	BOB SPITZBARTH
PM/SSEB CHAIRMAN PERSPECTIVE	DAVE JACKSON
INDUSTRY PERSPECTIVE	RICHARD McCREARY/ ALAN McCOMMON (HALTER MARINE)
SSEB CHAIRMAN LESSONS LEARNED	BRIAN HORNBECK
CONDUCTING A PAST PERFORMANCE EVALUATION	BOB SPITZBARTH

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DEFINITION OF THE SOURCE SELECTION TRADE-OFF PROCESS

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A FOUNDATION OF CONTINUED QUALITY

- **A Process**
- **Used in Competitive Negotiated Contracting**
- **Selects Most Advantageous Offer**
- **Evaluates and Compares Factors in Addition to Cost or Price**

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AFARS Part 15 Revisions

- Updated October 2001
- Notable AFARS Instructions
  - SSA Shall Not Receive Award Recommendations, o
    Ordering of Proposals
  - Evaluation of Threshold & Objective Requirements
    - Precise RFP Evaluation Instructions
    - SSA Assessment of Benefit of Objective Require
  - Establish Only "The Absolute Minimum Number of
    Evaluate Proposals"
  - Evaluation Factors Must be Limited
    - Discriminators
    - Measurable
    - Value Worthy of a Price Premium
  - No Numerical Weighting
  - Evaluate MANPRINT When Discriminating, Measu

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Electronic Resource Center
Source Selection Site

- How to Locate the Site
  - ERC
  - Buyer's Start Page - Warren
  - Internal Guidance
  - Source Selection
    - Law/Regulation
    - Guidance
    - Sample Templates
    - Solicitation/Award Boards
    - Training Materials
    - Past Performance
    - Small Business Evalu
    - Lessons Learned
    - Tools

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Source Selection SSP/RFP Review

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- Associate Deputy for Contracting Reminder - 9
  - Best Value Acquisitions <u>OVER</u> $5 Million
    - Formal Business Strategy Board
    - Furnish SSP & RFP Sections L/M
  - Best Value Acquisitions <u>UNDER</u> $5 Million
    - Draft SSP & RFP Must Be Reviewed by
    - Associate Deputy Before RFP is Finalized Released

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Contracting For Best Value AMC Guidebook

Top Ten Messages

- Keep It Simple
- Resources
- Planning
- RFP Clarity
- Limit Design Requirements
- Document Strengths, Weak and Risks
- Justify Price Premiums (or Premium)
- Decision Memo Consistent
- Proper/Timely Debriefs
- Lessons Learned

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Additional TACOM Messages

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A FOUNDATION OF CONTINUED QUALITY

- **Precision & Attention to Detail**
- **Crosswalk Requirements, Section L, Section**
- **Conduct Meaningful Discussions**
- **Seek Advice at Key Process Points**
  - **Competitive Range**
  - **Completion of Initial Evaluations**
  - **Request for Final Proposal Revisions**
  - **Selection Decision Memorandum**